

WORKING CAPITAL FUND

SELLING YOUR VEHICLES,
EQUIPMENT, AND PERSONAL
PROPERTY

Objective

LISTING ITEMS ACCURATELY

GET THE MOST PAGE VIEWS

GET THE BEST RETURN
WITH NO PROBLEMS

RETURN FUNDS IN 30 DAYS

COST AVOIDANCE ISSUES



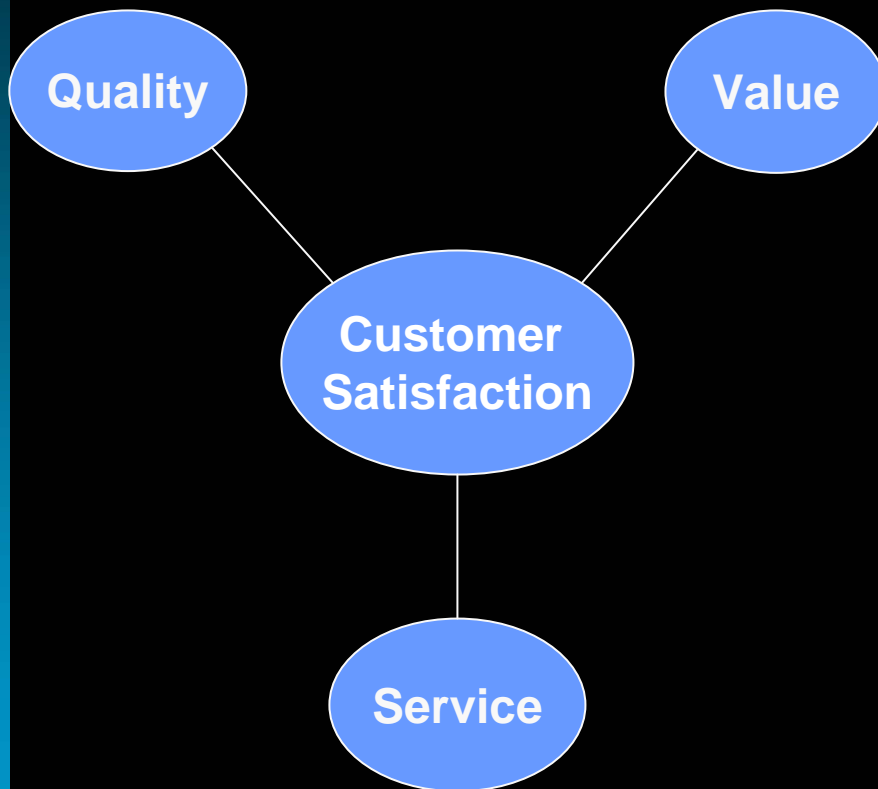
REPORTING VEHICLES, EQUIPMENT

- **MAKE SURE INFO IS ACCURATE**
 - **REPORT ITEMS NOT FIXED**
 - **TAKE PICTURES OF DAMAGE**
 - **LOOK AT VEHICLE AS IF YOU WERE BUYING**
 - **LOOK AT MAINTENANCE RECORDS**
 - **DETAILING VEHICLE ADDS VALUE**

JUNK ?



Customer Requirements



- PROBLEMS LISTED
- ITEMS REPAIRED
- PICTURES OF INSIDE & OUT
- PICTURES OF DAMAGE
- REPLY TO QUESTIONS

Photos for reporting

- 640 pixels by 480 pixels.
Set your digital camera
at this setting



Property Report incomplete?

What you see is what you get! (I hope you didn't want this cooler and stuff.)



Is this what you're really selling?

Good photos



Which vehicle would you buy???



Does the guy go with the truck?



Bad picture



A cover
up??
Avoid
shadow,
shade, or
snow
cover.

Photos

Which one is
for sale?



Available Property Report - WCF



Avoid
distraction
between
you & the
camera.

Accessories

Include any accessories such as bed liners, racks, tool boxes in the description.



Clean the engines and remove outside stickers



What's wrong with this picture?



PICTURE DEFECTS



THIS TOTALED VEHICLE SOLD FOR
7,301.00



GOVERNMENT TURKEYS FIND A HOME OTHER THAN A THANKSGIVING TABLE

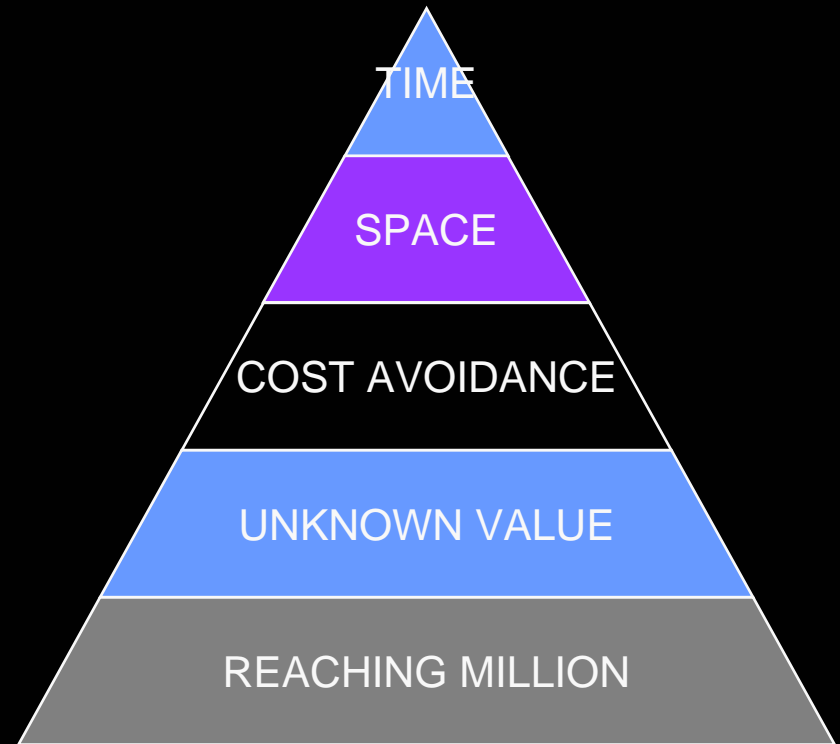
Fifty young turkeys, approximately 10 pounds each, were recently declared excess by the U.S. Forest Service/BLM office in Lakeview, Oregon. These turkeys will be spared the Thanksgiving Table” this year. They have been donated to the high school agriculture department for education

(of the students—not the turkeys!!). The turkeys were purchased last spring to keep down the grasshopper population in the orchards near Lakeview. Now that the growing season has ended, these domesticated turkeys’ mission is completed. Since they are not “wild” turkeys, they had to be rounded up and, like any other excess personal property, disposed of. Luckily, it wasn’t to a Federal or State food bank! These lucky birds will be fed and cared for by high school agriculture students, at least for this year!



Meeting Your Needs

- TIME IS MONEY
- SPACE ISSUES
- COST AVOIDANCE
- UNKNOWN VALUE
- REACHING MILLIONS



HARD TO SELL VEHICLES



Cost Analysis

- FY03 - Average Acq. Cost was \$24,496
 - Average Return \$7,630
- FY04 - Average Acq. Cost was \$25,494
 - Average Return \$8,720

LOCATION NOT A PROBLEM



Our Strengths

SPEED OF SALE

RETURN OF VALUE

PROBLEMS HANDLED BY OTHERS

DOCUMENTATION OF SALE

RETURN OF FUNDS

THINK OUTSIDE THE BOX

- GSA ALLOWS YOU TO KEEP MONEY FOR CARE & UP KEEP
- BUYING REPLACEMENT ITEMS
- DISPOSING OF EXCESS PROPERTY
- DOING MAINTENANCE CONTRACT

WHAT DOES THE FUTURE HOLD

- WHAT WOULD YOU LIKE TO SEE

WHAT CHANGES DO YOU THINK WOULD
BEST BENEFIT THE WORKING CAPITAL
FUND

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BE CREATIVE!

Think Outside the Box!



"Our employees are our greatest asset. I say we sell them."